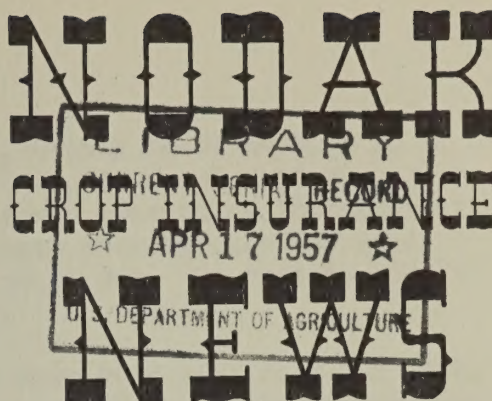


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FARGO, NORTH DAKOTA

UNITED STATES DEPARTMENT OF AGRICULTURE



1954 Edition - No. 9

December 29, 1954

FINAL EDITION - It's been quite some time since the Nodak News was last printed. Due to the large number of losses and other work we just didn't seem to find the time. So this is the last issue for 1954. We have now completed one full year of operation under the Agency plan. We all know the obstacles that had to be overcome in getting our work done. Congratulations to you all for your efforts. Now we must look to the future and determine how we can do more with less effort and errors than we did during the past year.

1955 SALES - For years we have continued to grow because we always sold more insurance than we had cancellations. We must continue to do so for 1955, but it will take much more work and planning than has been done so far. Several releases have been sent out asking you to make plans and to push sales without further delay. Evidently you have been busy with other chores since very few new applications have been signed. We hope that you were busy preventing cancellations. If you had any agents hired they should have been working and showing results by now. Farmers will not take a crop insurance application away from you. It must be sold. Past experience has proven that if contacts are made and the program properly explained that sales are made. Sales Handbooks and pamphlets cover any situation that might arise. Study them and then use up some shoe leather. Surely we have never had a more natural assist for sales than our large 1954 losses. Every county had losses. Some of our best farmers had thousands of dollars in loss. Can anyone say that it can't happen to him after these past two years of heavy losses? Drought is bad in the Southern Plains States. It can easily extend to the Northern Plains States during the same crop year.

All of you realize, I am sure, that sales may be closed at any time. You all know that 16 counties are already all through selling for 1955. The rest of you shouldn't wait too long as you may be left at the gate.

SALES REPORTS - A supply of Form FCI-1A Rev., County Sales Report, is enclosed. Prepare your first report as of Friday, December 31st. The "To date" data should reflect everything through that date. Prepare your reports on Friday night each week through the sales period and send them in so that we get them on Monday. We need to report to Washington and your reports are the basis.

CANCELLATIONS - To date over 3,000 contracts have been cancelled for 1955, under all programs and only some 300 new applications have been received. We have a long way to go to make up cancellations. This is serious since your earnings are affected if we lose business.

COLLECTIONS - Be sure to submit all collections by December 31st as the Branch Office will start reconciling accounts as of that date. The 10% increase is not an interest charge. It is part of the premium due and should be shown as such on the transmittal sheet.

ACREAGE REPORTS - It's time to start thinking about them. In counties where sales can not be made you should start preparing your acreage reports. Form FCI-419 is to be used in 1955 for wheat and flax contracts. This is a new form. You must order your supply since you can judge your needs easier than we can.

NEW AGENTS - As can be expected from year to year some changes in agents are made. We will have new agents who will take over January 1st in the following counties:

SHERIDAN - Mrs. Pearleen Bauer is resigning and will take a regular position with the Sheridan County A.S.C. office. Pearleen did a good job the past year for us, but feels that the work is a little too strenuous for her to continue as our agent. Mr. Sam Schindler will take over in her place. He is a life-long farmer of Sheridan County, has been on the Community and County Committees and is well known all over the county. He lives in McClusky and with the help of his son still operates his farm. Mr. Schindler has always been a booster for crop insurance and the farmers of Sheridan County are fortunate that he is to be their agent from now on.

OLIVER - Mr. H. H. Henke resigned his agency in order to stay on the County A.S.C. Committee. Mr. Henke has always believed in and worked for crop insurance and ran a fine program in his county last year, and I know we can count on his continued support. To replace him we have appointed Mr. Robert T. Baye who has been our adjuster. He knows the program very well. He has rented his farm and lives in Center. As he was raised in Oliver County he is well known to all farmers and should make a good crop insurance agent.

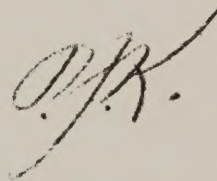
GOLDEN VALLEY - Mr. Jerry Kouba resigned to go into business for himself. Best wishes on your new venture, Jerry. In his place we have appointed Mr. Gerard Mugglie of Beach, who operates the Gamble Store there. Mr. Mugglie is a life-long resident of Golden Valley County. He has been very active in all community affairs and is well known to the farmers in his county. We feel that with his

business background and the interest he has always shown in crop insurance, he will also make a good crop insurance agent.

BOWMAN - Mr. D. J. Beier has resigned as our agent in order to stay on the County A.S.C. Committee. At present we have not appointed an agent for Bowman County, but have several who are interested. Being that the county is not now qualified for 1955, we perhaps will not appoint anyone until some interest is shown by the present policy holders in helping to bring their county up to the minimum again. The first week in January should give us the answer as to whether or not an agent should be appointed in Bowman County. Our District Supervisors and all interested as agents or otherwise will put on an all out sales campaign starting then and we hope will get the job done.

FINAL VOUCHERS - We hope that all of you agents are working on your final vouchers for 1954 work. You have the instructions and the District Supervisors have contacted their agents too on this matter. Don't put off running up your total earnings as you see it until the District Supervisor gets there or you may be delayed a considerable length of time in getting your last 1954 earnings check.

A HAPPY NEW YEAR TO ALL OF YOU AND LET'S ALL PRAY THAT IT WILL BE A BETTER YEAR TO EVERYONE THAN LAST YEAR.

A handwritten signature, possibly reading "P.K.", is located in the lower right quadrant of the page.

